

Manager, Healthcare Solutions (Private)

Job ID

REQ-10054658

Jul 02, 2025

Philippines

Summary

The Healthcare Solutions Manager (Private) supports the achievement of Novartis business goals by promoting access to patients through the enhancement of Service Delivery Networks (SDNs), through the adoption of the Health Systems Strengthening (HSS) approach. Responsibilities include conceptualizing, initiating, implementing, documenting, monitoring, and evaluating disruptive access initiatives. These initiatives are implemented through continuous engagement with key private sector and government sector stakeholders as well as together with the internal cross functional teams. The Healthcare Solutions Manager will be involved in working with priority Novartis brands across the portfolio within the areas of cardiovascular, neurological, dermatological, and respiratory health. The Healthcare Solution Manager focuses on developing partnerships with Private Hospitals and Insurance companies/ HMO to drive reimbursement of the Novartis Products. Focus on co-creating and implementation of the innovative access models (E.g. Health financing).

About the Role

Your responsibilities include, but not limited to:

- **Promoting Access to Patients through Enhancement of Service Delivery Networks (SDNs)**
 - Perform mapping and scoping of strategic SDNs to be involved in access initiatives, with priority on the private sector and government as may be deemed appropriate.
 - Initiate access initiatives with strategic SDNs
 - Perform continuous engagement with SDNs including implementation support and monitoring
 - Document and evaluate performance of SDNs against criteria on patient access
 - Provide recommendations on overall SDN engagement, implementation, and performance evaluation in support of achieving Novartis business goals § Partnerships with Private Hospitals, Channel partners
- **Expand Access to Patients through the Health System Strengthening (HSS) Approach**
 - Support in the conceptualization disruptive patient access initiatives focusing on the areas of patient navigation, screening and diagnosis, treatment initiation, treatment progression and adherence
 - Test initiatives with key partners to gather insights on feasibility and impact of access initiatives
 - Develop recommendations in support of developing access initiatives and for implementation scale up
- **Unlocking Private Healthcare Access Opportunities**
 - Expand access for biologics in non-traditional private access models (corporate employers and private insurers/brokers), in collaboration with the Commercial, Medical and Patient Access
 - Lead the end-to-end engagement process of prioritized private institutions to support expansion of access to Novartis medicines in the self-pay segment.

- Work closely with Commercial, Trade and Supply teams to ensure that patients can access the medicines according to the approved pricing and access schemes
- Co-creation and implementation of novel access models to expand access or reimbursement
- Collaborate with V&A team (eg. Health Economics Manager and the Pricing Manager) and the cross functional team for effective solution creation and implementation
- **Mapping and Engaging Stakeholders**
 - Customer and stakeholder mapping, scoping and profiling of expansion accounts, regular updating of account profiling tool.
 - Establish rapport with key decision makers/ stakeholders of the private sector and understand the drug coverage decision-making process of private payors.
 - Establish rapport with strategic private and government partners; understand the process of government procurement, formulary inclusion, and Universal Health Care (UHC) initiatives at the national and local government unit (LGU) level.
- **Enhancing Internal Access Capability**
 - Conduct insight-mining activities and share findings to brand stakeholders regarding access pain points in the private market (priority) and government.
 - Provide inputs to Access and Commercial stakeholders in designing campaigns and programs targeted at improving awareness, availability and affordability of Novartis medicines
 - Ensure awareness and understanding to the One Novartis Health Systems Strengthening (HSS) Framework and promote awareness across the cross-functional teams
 - Quality and Pharmacovigilance – Ensure teams ERC to good pharmacovigilance practice (GPVP), quality and adverse event reporting.
 - Ensure awareness and understanding of the Novartis Code of Ethics and other ERC guidelines and policies.

Minimum requirements

- University degree Business, Management, Health Policy, or Public Health
- Additional training on the areas of management, public management, health policy, or health economics is a plus
- 8-10 years operational experience in customer-facing roles with some sales leadership including key account management experience a must or 8-10 years' experience in government (of private) focusing on public health, policy making, health systems management experience a must
- Experience working with healthcare system stakeholder (policymakers, clinicians, pharmacy benefit managers, public/ private payers) desired

Why Novartis: Helping people with disease and their families takes more than innovative science. It takes a community of smart, passionate people like you. Collaborating, supporting and inspiring each other. Combining to achieve breakthroughs that change patients' lives. Ready to create a brighter future together? <https://www.novartis.com/about/strategy/people-and-culture>

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Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally and

professionally: <https://www.novartis.com/careers/benefits-rewards>

Division

International

Business Unit

Innovative Medicines

Location

Philippines

Site

Makati City

Company / Legal Entity

PH03 (FCRS = PH003) Novartis Healthcare Philippines, Inc

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

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